

**FINANCIAL & BUSINESS
SOLUTIONS**

**Authorized Federal Supply Schedule
Price List**

Contract Number: GS-23F-0403K



**PEI2, INC. d/b/a
THE MERIDIAN GROUP**

223 Fourth Avenue, Suite 1700
Benedum Trees Building
Pittsburgh, Pennsylvania 15222-1713
(412) 232-0113 / (412) 232-0502 Facsimile
www.themeridiangrp.com

Revised: August 2004

GENERAL SERVICES ADMINISTRATION
Federal Supply Service (FSS)
Authorized Federal Supply Schedule Price List

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA *Advantage!*, a menu-driven database system. The INTERNET address for GSA *Advantage!* is: GSAAvantage.gov.

Schedule Title: Financial & Business Solutions

FSC Group 520

Contract Number: GS-23F-0403K

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov.

Contract Period: September 29, 2000 to September 28, 2005

Contractor: PEI2, Inc. d/b/a The Meridian Group
Benedum Trees Building
223 Fourth Avenue, Suite 1700
Pittsburgh, PA 15222-1713
Phone: (412) 232-0113
Facsimile: (412) 232-0502
www.themeridiangrp.com

Contract Administration: Margaret Good
Karyn Stiller

Business Size: Small, Women-Owned

Prices Shown Herein are Net (discount deducted)



CUSTOMER INFORMATION

1a. Awarded Special Item Numbers:	
SIN 520-1 Program Financial Advisor Services	Page 6
SIN 520-2 Transaction Specialist	Page 6
SIN 520-5 Loan Servicing & Asset Management	Page 7
SIN 520-11 Accounting	Page 7
SIN 520-12 Budgeting	Page 8
SIN 520-13 Complementary Financial Management Services	Page 8
1b. Pricing Schedules (all SINs)	Page 19
1c. Labor Category Descriptions	Page 16-18
2. Maximum Order Limitation:	\$1,000,000 (for all SINs)
3. Minimum Order:	\$300 (for all SINs)
4. Geographic Coverage (Delivery Area):	United States Only
5. Point(s) of Production (city, county, and State or foreign country):	Pittsburgh, PA
6. Discount From List Prices:	N/A
7. Quantity Discounts:	N/A
8. Prompt Payment Terms:	Net 30 Days
9a. Government Purchase Card Accepted Below the Micropurchase Threshold:	Yes
9b. Government Purchase Card Accepted Above the Micropurchase Threshold:	Yes
10. Foreign items:	N/A
11a. Time of Delivery:	Specified on Task Order
11b. Expedited Delivery:	Items Available for Expedited Delivery are Noted in this Price List.
11c. Overnight and 2-Day Delivery:	Contact Contractor for Rates for Overnight and 2-Day Delivery.



CUSTOMER INFORMATION (cont.)

- | | |
|---|--|
| 11d. Urgent Requirements:
to | Contact Contractor
Discuss Effecting a
Faster Delivery. |
| 12. F.O.B. Points: | Destination |
| 13a. Ordering Address: | Same As Contractor |
| 13b. Ordering Procedures: | For Supplies & Services, the ordering procedures,
information on Blanket purchase Agreements (BPAs), and
a sample BPA can be found at the GSA/FSS Schedule
homepage (fss.gsa.gov/schedules). |
| 14. Payment Address: | Same As Contractor |
| 15. Warranty Provision: | N/A |
| 16. Export Packing Charges: | N/A |
| 17. Accept Government Commercial Credit Card: | Yes |
| 18. Terms and Conditions of Rental, Maintenance,
and Repair: | N/A |
| 19. Terms and Conditions of Installation: | N/A |
| 20. Terms and Conditions of Repair parts Indicating
Date of Parts Price Lists and Any Discounts From
List Prices: | N/A |
| 20a. Terms and Conditions for any Other Services: | N/A |
| 21. List of Service and Distribution Points: | N/A |
| 22. List of Participating Dealers: | N/A |
| 23. Preventive Maintenance: | N/A |
| 24a. Environmental Attributes: | N/A |
| 24b. Section 508 Compliance: | N/A |
| 25. Data Universal Number System(DUNS) Number: | 92-7886549 |
| 26. Notification Regarding Registration in Central
Contractor Registration (CCR) Database: | Active in CCR |



OVERVIEW OF THE MERIDIAN GROUP

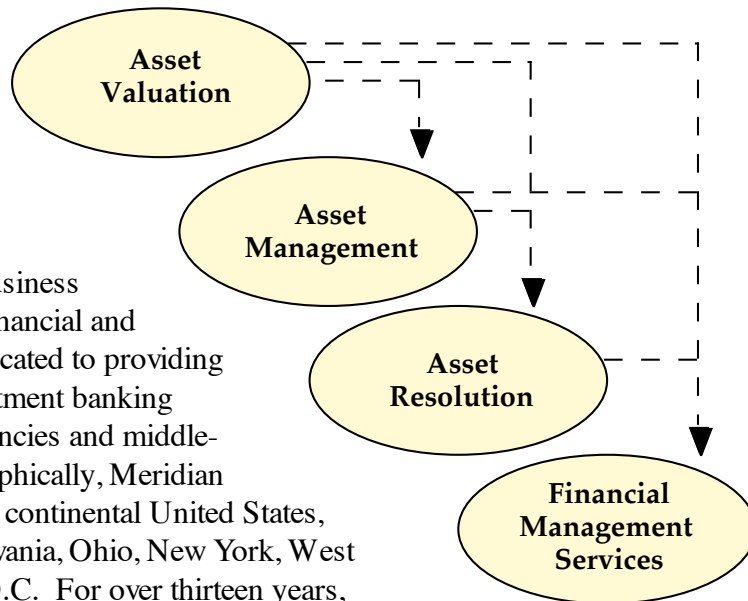
THE MERIDIAN GROUP

is a small woman-owned business comprised of senior-level financial and business professionals dedicated to providing expert consulting and investment banking services to Government agencies and middle-market companies. Geographically, Meridian provides services within the continental United States, primarily covering Pennsylvania, Ohio, New York, West Virginia and Washington D.C. For over thirteen years, Meridian has successfully developed and managed numerous asset resolution programs. Meridian prides itself on providing an innovative approach in executing an asset resolution or financial advisory transaction. Furthermore, Meridian has been working under a government contract with the Federal Motor Carrier Safety Administration for approximately six years to analyze the financial health of transportation companies. We have consistently rated in the top category for excellence in service.

Meridian's success results from a few important elements. Strategically, Meridian has concentrated on delivering high quality consulting services, using our core base of knowledge and expertise in the financial and accounting fields to set us apart from our competitors. Companies in our market niche, although diverse from an industry perspective, consistently need our guidance in financial and accounting matters. We respond quickly to our client's demands and, because of this, are selective in the projects we undertake.

At Meridian, we develop a partnership with our clients in which we become an integral part of the process and their ensuing successes. We have earned a reputation for achieving superior results through an intense loyalty to our partnerships and a shared vision of our client's goals.

Whether you intend to develop an asset resolution program, wish to obtain a valuation of an asset, or need assistance in analyzing financial results, Meridian offers expertise, coupled with an expansive umbrella of advisory services, that you will find critical to achieving your objectives.



MERIDIAN'S QUALIFICATIONS

SIN 520-1 Program Financial Advisor Services

The Meridian Group has the requisite skill sets, technology and experience to aid agencies in the development and management of an asset resolution program. By taking a global view of an agency's asset portfolio, Meridian will evaluate, develop and implement a plan, and assist with the management, disposition and resolution of various assets. Meridian will provide guidance and insight as well as identify financial concerns in order to achieve optimal execution. Some of the services provided by Meridian include:

- Develop and Manage an Asset Resolution Program
- Asset Sales
- Develop, Manage, and/or Implement an Origination Program
- Marketing and Asset Resolution Support
- Post Sale Analysis and Resolution Support

SIN 520-2 Transaction Specialist

The objective of a task order under this SIN is to provide the technical services needed to value and/or dispose of various assets. The Meridian Group can provide the following list of services:

- Valuation of an Asset or Group of Assets
- Development of a Recommended Sales Strategy
- Implementation of a Recommended Sales Strategy
- Conduct Transactions
- Budget and Budget Analysis
- Marketing and Pre/Post Asset Resolution Support

MERIDIAN'S QUALIFICATIONS (cont.)

SIN 520-5 Loan Servicing and Asset Management

The Meridian Group is uniquely qualified and positioned to provide asset management services to monitor and maintain government held loans/assets; refinance government-held loans/assets; avert defaults; and/or monitor loans and other asset guarantees. This may include, but is not limited to the following:

- Assist in assessment and improvement of current asset management processes related to cash management, inventory management, Government property, plant and equipment, adequacy of controls, policies, procedures, loan servicing practices, and review of opinions on financing and refinancing.
- Workout or restructure troubled loans.

SIN 520-11 Accounting

The Meridian Group's qualifications in accounting cover a broad range of activities over a variety of industries, where distinct accounting policies and procedures are used. Meridian's strong background in accounting and treasury functions include, but are not limited to the following:

- Analyze, Process and Summarize Transactions
- Assist in Devising New or Revised Accounting Policies and Procedures
- Classify Accounting Transactions
- Perform Special Studies to Improve Accounting Operations
- Resolve Accounting Issues and/or Implement Audit Findings
- Improve Operating Efficiency and Effectiveness

MERIDIAN'S QUALIFICATIONS (cont.)

SIN 520-12 Budgeting

The Meridian Group is uniquely qualified and positioned to provide budgeting services, which include, but are not limited to the following:

- Assess and Improve the Budget Formulation and Execution process
- Conduct Special Reviews of Budget Formulation or Execution Issues
- Review Budgetary Controls

SIN 520-13 Complementary Financial Management Services

The objective of a task order under this SIN is to provide the technical services needed to provide a wide array of financial management services. This may include, but is not limited to the following:

- Assess and Improve Financial Reporting and Analysis
- Develop New Reporting Formats and Pro-forma Financial Reports
- Assist in Improving and Streamlining Reporting and Analysis Processes
- Perform Cost-benefit or Other Special Financial Analyses
- Assist With Strategic and Operational Financial Planning
- Assist with Devising and Implementing Performance Measures and Related Processes and Systems
- Assist in Financial Policy Formulation and Development

PROFESSIONALS OF MERIDIAN

Margaret M. Good, President, CTP

Margaret Good is the President and sole shareholder of The Meridian Group, a company established in 1988 to provide investment banking and financial consulting services to governmental agencies and middle-market companies. Ms. Good has over twenty years of financial management experience that encompasses treasury and corporate controller responsibilities, as well as financial reporting, cost accounting, financial and investment analysis, planning and budgeting, banking/creditor/investor relations, personnel management, and acquisition and divestiture negotiations.

As President of Meridian, she has completed many engagements. Her strengths include a broad knowledge of the financial and operational issues currently impacting businesses; an ability to gain cooperation and understanding from many parties with diverse perspectives; highly-effective communications skills; and a capacity to identify issues early and develop creative solutions.

Before she established The Meridian Group, Ms. Good was the Vice President of Finance for Bradford Services, Inc., a company with \$50 million in revenue and twenty operating units across the United States. In this position, she was responsible for the corporation's finance, accounting, MIS, tax, legal, real estate, and acquisition/divestiture activities.

Before joining Bradford, Ms. Good was the Treasurer of the Pittsburgh and Lake Erie Railroad Company, which at that time was the 17th largest railroad in the U.S. As Treasurer, she managed the corporate finance, cash management and tax departments. Shortly after she joined the Railroad, it suffered a \$30 million annual loss and defaulted on over \$350 million in secured debt obligations. Ms. Good, with the assistance of outside counsel and financial consultants, developed and negotiated a financial restructuring plan to avert bankruptcy.

She has served as President of the Pittsburgh Chapters of the Financial Executives Institute, the Association for Corporate Growth and the Turnaround Management Association. Ms. Good is a graduate of Ohio State University, holds an M.B.A. in Finance from Pace University and is a Certified Turnaround Professional.

PROFESSIONALS OF MERIDIAN (cont.)

Thomas M. Von Lehman, PhD

Dr. Von Lehman is a seasoned executive with over 25 years of management experience in the chemicals and materials processing industries. In addition to general management, he has an extensive background in a broad array of functional areas including purchasing and distribution, corporate planning, research and development, commercial development and international marketing.

Before consulting, Dr. Von Lehman was Vice President, Specialty Chemicals, for PPG Industries, Inc. from 1996 to 2001. In this capacity, he was responsible for the overall direction and operations of three global strategic business units with revenues approaching \$700 million. These businesses conducted operations in China, Brazil, Australia, Taiwan, Japan, throughout Europe, and in the United States.

Prior to this role, Dr. Von Lehman was Vice President, Purchasing and distribution for PPG on a global basis from 1994 to 1996. In this capacity, he had overall responsibility for a purchasing budget of nearly \$3 billion.

From 1993 to 1994, he was Director of Corporate Planning for PPG with responsibility for managing the long range and annual planning process for the individual strategic business units as well as the corporation as a whole. As part of the position, he developed the company's portfolio planning process, basing it on earnings growth, return on capital and cash flow generation.

From 1988 to 1993, he led the research and development efforts of PPG's Flat Glass Products strategic business unit. Prior to that, from 1980 to 1988, Dr. Von Lehman progressed through a series of roles within PPG's Chemicals Division, including venture management, international marketing, and general management of its Biochemical business.

Dr. Von Lehman has an undergraduate degree in chemistry from Thomas More College and his doctorate in chemistry from the University of Cincinnati, with a year post-doctoral appointment at the University of Michigan.

PROFESSIONALS OF MERIDIAN (cont.)

Lawrence H. Powers, CTP

Larry Powers is a crisis management executive with over twenty years of progressively increasing financial and senior management experience, including company reorganization, debt restructuring, operations and marketing. He has been a successful turnaround consultant for the past ten years in numerous industries ranging from metals to banking to transportation.

Before consulting, Mr. Powers served as President, COO & CFO of Trimarchi, Inc., from 1990 to 1991 where he increased sales volume by 45%; turned the company's loss of \$770,000 into a profit of \$80,000 in one year; and restructured the engineering and operating departments into productive units.

Prior to his tenure at Trimarchi, Inc., he was President & CEO of Glenshaw Glass Company. As President, he boosted the sales volume of glass container manufacturing from \$41 million to \$56 million, successfully re-establishing the company's quality image.

From 1985 to 1988, Larry was Vice President, Treasurer & CFO of Astrotech International Corporation where he developed and implemented the restructuring plan of an electronics subsidiary and negotiated the long-term debt refinancing and eventual sale of the company's largest subsidiary.

At General Refractories Company, Larry served as Vice President & Controller, participating in reorganizing a \$90 million division and \$400 million corporation. Larry's initial experience included positions at Rockwell International, Consolidated Natural Gas Company and U.S. Steel where he held various analyst positions.

Mr. Powers is a Certified Turnaround Professional and received a B.A. in Mathematics from Duquesne University.

PROFESSIONALS OF MERIDIAN (cont.)

David E. Zang, CFA

David Zang is a seasoned and resourceful Financial Manager with more than twenty years of increasing and diversified experience in sales, marketing, lease and financial structuring, credit, sales force automation, Internet development and cash management.

Before Meridian, Mr. Zang was the Financial Marketing Manager with Beckwith Machinery Company, one of the nation's largest Caterpillar Dealers, and was responsible for increasing sales volume through innovative financial sales techniques. Under his leadership, finance volume grew from \$4 million to \$68 million, while product sales grew from \$69 million to nearly \$150 million during his sixteen year tenure. To support this effort, Mr. Zang developed and directed marketing budgets, which in 2000 exceeded \$800 thousand, thus enabling the firm to increase its market share in 2000 by 6.25%.

His technology experience includes development and implementation of a sales force automation system for a sales force of 53. He was also responsible for establishing the firm's internet presence.

In addition, while at Beckwith, Mr. Zang completed the Chartered Financial Analyst Program and was awarded his Charter in September 2000.

Prior to Beckwith, Mr. Zang was a Sales Manager at Westinghouse Credit Corporation, responsible for new business development in the commercial lending division's fixed asset group.

Dave has a Bachelor of Science Degree in Finance from Duquesne University and received his M.B.A. from Ohio State University in Columbus, Ohio. He is a member of the Pittsburgh Society of Financial Analysts and the Association for Corporate Growth and is on the Advisory Board of the Greater Pittsburgh Chapter of the Construction Financial Management Association.

PROFESSIONALS OF MERIDIAN (cont.)

Susan E. Wenk

Susan Wenk has over 23 years of experience in banking, with an extensive career in lending, credit administration, finance and operations.

Ms. Wenk's banking career was primarily with National City Corporation. She began in the loan operations area where she headed the development of two separate loan systems and managed the day-to-day operation. From there, Sue moved to the financial area of the bank, managing the Funds Transfer, Strategic Planning and Decision Support departments. In 1990 she decided to make a move to the sales side of the organization. Her time in the credit administration area allowed her to make the move to lending. She most recently worked for National City Commercial Finance, Inc., the asset based lending company of National City Corporation, where she was a Vice President of Marketing for the Ohio and Indiana territories. During her tenure with NCCF, she worked with over 125 public and private companies with sales from \$15 million to \$500 million. These companies were in varying stages of the business cycle, from significant growth to decline, requiring a different strategy to solve their financial needs.

Her project and operational management skills, along with her consultative nature and experience in managing relationships, add to the value Sue brings to her clients.

Ms. Wenk holds a B.S. in Economics and Finance from Miami University of Ohio and a B.S. in Computer Management from Franklin University. She has always been committed to continuing education, having attended the Stonier School of Banking and is currently pursuing her CTP.



PROFESSIONALS OF MERIDIAN (cont.)

Nicholas W. Arrington

Nicholas Arrington has eighteen years of experience in corporate finance and mortgage banking with an emphasis in the debt and equity structuring of leveraged buyouts and refinancings. He has experience in financial analysis, credit underwriting and private placement offerings for debt placement and merger and acquisition engagements.

Joining Meridian in 1989, Mr. Arrington has completed transactions in the M&A and corporate finance area for numerous clients. His industry experience spans natural resources, manufacturing and transportation. Mr. Arrington is also very active in supporting certain nonprofit and government organizations dedicated to economic development and job retention in western Pennsylvania.

Before joining Meridian, he managed a sales territory for Westinghouse Credit Corporation. His duties included new business development in the commercial lending division's fixed asset group.

Before Westinghouse, Mr. Arrington managed the Pittsburgh office for Borg-Warner Commercial Finance, where he was responsible for lending to middle-market borrowers. The portfolio included real estate and asset-based lending transactions. The primary lending arrangements were to higher-risk borrowers that had the ability to fully secure the borrowing relationship. During the early 1980's, several of these relationships provided Mr. Arrington with excellent experience in loan workout and liquidation, both in and out of bankruptcy.

Mr. Arrington graduated from the University of North Carolina with a Bachelor of Science degree in Finance. He is active in the Commercial Finance Association and the Association for Corporate Growth.



PROFESSIONALS OF MERIDIAN (cont.)

Karyn Stiller

Karyn Stiller has extensive experience in Finance and Banking, with a diverse background in such areas as credit risk management and analysis, commercial banking, financial analysis, strategic planning, marketing and accounting.

As part of her responsibilities at The Meridian Group, Ms. Stiller manages a long-term contract with the Federal Motor Carrier Safety Administration. This contract involves monitoring the financial health of motor carriers registered in a select government program. It also requires furnishing expert testimony and advice where the financial viability of a carrier is in question.

Prior to joining The Meridian Group, Karyn was a Corporate Banking Officer with PNC Bank, one of the nation's top fifteen financial institutions. In this position, she was responsible for a portfolio of middle-market clients whose revenues ranged in size from \$10M to \$300M. The portfolio spanned all industry segments concentrating most heavily on manufacturing, transportation and retail. She served in a consultative role to clients to provide insight into financial strategies and planning, including Capital Markets alternatives, such as high yield debt and mezzanine debt financing. She also assisted in the structuring of numerous management buyouts, acquisition financing and major business expansions. During her tenure at PNC, she completed many acquisition-related transactions, totaling over \$100M in asset value.

Before joining PNC, Karyn served as a Senior Credit Analyst at National City Bank. Prior to that position, she held a variety of assignments with the bank and its predecessors, Integra and Union National Bank, in the area of financial credit analysis.

Ms. Stiller holds an MBA from Duquesne University and a Bachelor of Science in Accounting from Indiana University of Pennsylvania.

LABOR CATEGORY DESCRIPTIONS

President

This individual shall be the President of The Meridian Group. The minimum education level is a master's degree in finance, accounting or business administration, and appropriate accreditation in his or her respective field. The minimum level of experience required for this position includes being a principal of the firm or a senior-level professional plus twenty years of work history in finance or accounting. This person will also be required to have proven managerial skills. Furthermore, this person must have at least three years of expertise in working with government contracts. This individual will be required to provide executive advice and guidance to managers and consultants on engagements as well as training to subordinates. He or she will facilitate each engagement by over-viewing the process and ensuring that the established procedures and targets are in line with the tasks associated with the program. This person will manage the senior consultants and provide leadership and direction on all project assignments. This person must have experience in developing and implementing quality assurance programs so that all processes are monitored to ensure that all prescribed standards and quality control reviews are maintained. The responsibilities for this person include final authority over all engagements, final review of all due diligence and full responsibility for the work product and reports provided to the Contracting Officer, Government Technical Representative or COTR.

Senior Director

This person shall be a senior-level manager with the firm. At a minimum, he or she must have over twenty years of business experience, with at least 15 years in finance or accounting and 10 years in managerial positions. Educationally, this individual must have, at minimum, a bachelor's degree in either finance, accounting or business administration. A master's degree is preferred, as is experience with government contracts. This individual will bring business as well as technical skills to each engagement. He or she will be responsible for the overall management of the engagement and will supervise all work performed at the task assignment levels. This person will develop and implement a program, individually designed for each engagement, that will monitor and ensure that proper quality assurance programs are being monitored and adhered to. He or she will also be responsible for the allocation of work assignments, and will provide advice and guidance as well as training to subordinates. This professional will be responsible for the planning and execution of projects as well as the review of financial memorandums and recommendations.

LABOR CATEGORY DESCRIPTIONS (cont.)

Project Director

The minimum educational requirement for this position is a bachelor's degree in finance, accounting or business administration. Experience should include at least 10 years in general financial management and six years of specialized experience in financial analysis, financial reporting and financial assessments. This individual will be responsible for managing the day-to-day aspects of an engagement. He or she will conduct financial reviews, analyze budgets, assess accounting methodologies and systems, and develop the procedures, along with the Senior Director, that will be used in completing the requirements of the engagement. He or she will be on-site as required in the engagement. This person will organize, direct, coordinate and implement all aspects of the engagement. Reports will be prepared by this person, and most analysis will be conducted by or with the oversight of this person. This individual will provide business as well as technical advice to the project and have daily responsibility for insuring that the quality control program is being adhered to. He or she will formulate and execute task order objectives to ensure that all deliverables are made in a timely manner and meet all prescribed quality standards.

Project Manager

The minimum educational requirement for this position is a bachelor's degree in finance, accounting or business administration. Experience should include at least five years in general financial management and three years of specialized experience in financial analysis, financial reporting and financial assessments. This individual will support the Project Director and will serve in this role in the Project Director's absence. He or she will conduct financial reviews, analyze budgets and assess accounting methodologies and systems. He or she will be on-site as required in the engagement. Reports will be prepared by this person, and analysis will be conducted by this person. He or she will execute task order objectives to ensure that all deliverables are made in a timely manner and meet all prescribed quality standards.



LABOR CATEGORY DESCRIPTIONS (cont.)

Consultant Analyst

Qualifications for this individual is a minimum of five years of experience in general finance or accounting management. The minimum education requirement is a bachelor's degree in finance, accounting or business management. This person will define and direct technical specifications and tasks to be performed by team members. He or she will provide financial analysis as well as develop financial information for reporting purposes. Duties for this person include information development, analysis and monitoring of required conditions for the engagement. Minimum job qualifications include: (a) an extensive knowledge of financial analysis and computer modeling; (b) excellent written and oral communication skills with the ability to interface well with management and client base; and (c) banking or financial accounting background demonstrating an ability to evaluate financial and credit granting issues from a risk reward prospective.

Junior Analyst/Administrative Support

Performs high level secretarial work as well as bookkeeping work under the general supervision of a manager. Types and proofreads correspondence, reports and documentation. Enters raw data into computer programs for financial analysis. Maintains filing system for department. Answers telephones, responds to routine questions/requests, schedules meetings and makes travel arrangements. Background includes at least an Associate Degree in accounting or equivalent and 5 years of work experience.

PRICE LIST

ALL SINs

Hourly Rates*:

Base Period Year 1 - 5

<i>Fully Loaded Hourly Rates</i>					
Labor Category	8/25/00-8/24/01	8/25/01-8/24/02	8/25/02-8/24/03	8/25/03-8/24/04	8/25/04-8/24/05
President	\$205.50	\$211.67	\$218.01	\$224.00	\$230.71
Senior Director	\$183.87	\$189.39	\$195.07	\$200.42	\$206.43
Project Director	\$167.65	\$172.68	\$177.86	\$182.74	\$188.22
Project Manager	\$140.61	\$144.83	\$149.17	\$153.27	\$157.87
Consultant Analyst	\$91.40	\$94.14	\$96.97	\$99.63	\$102.61
Junior Analyst	\$30.00	\$30.90	\$31.83	\$32.70	\$33.69

Option Year 6 - 10

<i>Fully Loaded Hourly Rates</i>					
Labor Category	8/25/05-8/24/06	8/25/06-8/24/07	8/25/07-8/24/08	8/25/08-8/24/09	8/25/09-8/24/10
President	\$237.64	\$244.77	\$252.11	\$259.67	\$267.46
Senior Director	\$212.63	\$219.00	\$225.58	\$232.34	\$239.31
Project Director	\$193.87	\$199.68	\$205.68	\$211.84	\$218.20
Project Manager	\$162.60	\$167.48	\$172.50	\$177.68	\$183.00
Consultant Analyst	\$105.70	\$108.87	\$112.13	\$115.49	\$118.96
Junior Analyst	\$34.69	\$35.73	\$36.81	\$37.91	\$39.04

Asset Sales Basis Points:

74.5 – 99.5 bp on the first \$100 million;
49.5 – 84.5 bp on the second \$100 million;
39.5 – 64.5 bp over \$200 million in sales proceeds

Retainer Fees:

Retainer fees are based on one month's estimated billings at approved hourly rates.

* Yearly price increases are based upon a 3% escalation factor.



A SAMPLING OF PAST JOURNEYS

FINANCIAL ADVISORY SERVICES

<i>Client</i>	<i>Activity</i>	<i>Industry</i>
Architectural and Aluminum Specialties, Inc.	Consulting	Metal & Construction
Beaver Valley Builder's Supply	Consulting	Construction
Blumcraft, Inc.	Consulting	Metal & Construction
Bizet and Company, Ltd.	Financing & Consulting	Service
CMS Mid-Atlantic, Inc.	Financing & Consulting	Cemetery Services
Chapman Corporation	Financing	Construction
The CloWhite Company	Consulting	Cleaning Products Manufacturer
DPAI	Consulting	Computer Services
Columbia Architectural Metals Company	Consulting	Construction
Delaware Fabricating Corporation	Consulting	Equipment Manufacturer
Edgewater Steel Corporation	Consulting	Steel
Fagen's, Inc.	Financing & Consulting	Retail Lumber & Hardware
Federal Motor Carrier Safety Administration	Consulting	Trucking And Public Transit
Hempfield Foundries Company	Consulting	Gray Iron Foundry
KeyBank, NA	Consulting	Construction
The Levinson Steel Corporation	Financing	Steel Distribution
Litton Industries	Consulting	Transportation
Mac Plastics, Inc.	Consulting	Plastics
Merit Construction	Consulting	Construction
Morgantown Machine Company	Consulting	Mining Machinery
Neville Chemical Company	Financing	Chemical
New Warwick Mining ESOP Committee	Consulting	Mining
W.W. Patterson Company	Consulting	Barge
RTN, Inc.	Consulting	Healthcare & Management Distance Training
Shane Felter Industries, Inc.	Consulting	Metal & Construction
Uni-Marts, Inc.	Consulting	Convenience Stores
V. P. Energy	Financing & Consulting	Natural Gas Distribution
World Class Processing, Inc.	Financing	Steel
A Nine-Bank Consortium	Consulting	Steel
National City Corporation	Consulting	Manufacturing
Heartland Steel, Inc.	Liquidation	Steel
PNC Bank, N.A.	Consulting & Asset Sale	Construction & Steel
Specialty Transportation Services	Liquidation & Asset Sale	Transportation
Mellon Bank, N.A.	Consulting	Transportation



A SAMPLING OF PAST JORNEYS (cont.)

MERGER AND ACQUISITION TRANSACTIONS

<i>Seller</i>	<i>Buyer</i>	<i>Industry</i>
Allegheny River Mining	Allegheny River Land Holdings Corporation	Coal and Land
Auxier-Scott Supply Company	Carter-Waters Corporation	Steel
Benke Motors, Inc.	Millstein Industries, Inc.	Car Dealership
Cartridge Ribbon Company	Rittenhouse, Inc.	Office Supplies
Franklin Industries, Inc.	Private Investor Group	Steel
Hurley Ribbon Company	Rittenhouse, Inc.	Office Supplies
Items International, Inc.	Sunrise Capital Partners, LP	Athletic Footwear & Apparel
Kleiber & Schulz, Inc.	B & U Corporation	Specialized Sheet Metal
Mahoning Valley Aggregates Company	Russell Minerals (Pennsylvania), Inc.	Natural Resources
Mountain Laurel Railroad Company	Genesse & Wyoming, Inc.	Railroad
Ohiopyle Prints	Partner	Screen Printer
P&S Coal Company	Stanford Coal Company	Coal Brokerage
Pittsburg & Shawmut Railroad Company	Genesse & Wyoming, Inc.	Railroad
Shawmut Development Corporation	Sithe Energies, Inc.	Natural Gas Wells
The Solar Group	Gibraltar Steel Supplies	Building Supplies
Trost Manufacturing Company, Inc.	Chalmers Suspension International, Inc.	Sheet Metal Products
CloWhite Corporation	Kik Corporation	Household Cleaning Products

